

29-Mar-95

WAIS, Inc.
FY1995 Income Statement Forecast

	Actual										Forecast				Total
	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95			
REVENUE															
Products	\$137,000	\$163,750	\$334,883	\$38,500	\$184,445	\$152,500	\$36,000	\$83,450	\$230,887	\$100,000	\$150,000	\$150,000	\$1,761,415		
Government Contract	2,062	1,237	139,186	15,047		81,354	32,414	7,616	21,000	25,000	25,000	25,000	374,916		
Production Services	50,000	20,000	68,000	26,900	70,400	53,850	41,533	113,100	238,000	200,000	300,000	300,000	1,481,783		
International			100,000										100,000		
Support & Maintenance															
Total Revenue	189,062	184,987	642,069	80,447	254,845	287,704	109,947	204,166	489,887	340,000	490,000	490,000	3,763,114		
			1,016,118			622,996			804,000			1,320,000	3,763,114		
COST OF GOODS SOLD					41,850		15,000	15,000	15,000	30,000	30,000	30,000	176,850		
GROSS MARGIN	189,062	184,987	642,069	80,447	212,995	287,704	94,947	189,166	474,887	310,000	460,000	460,000	3,586,264		
	100%	100%	100%	100%	84%	100%	86%	93%	97%	91%	94%	94%	95%		
Marketing & Sales	5,011	7,679	19,825	31,183	50,370	69,242	67,380	67,579	79,154	111,439	111,439	86,439	706,739		
Washington Office	5,164	4,695	7,316	8,118	5,624	13,032	12,441	13,346	14,488	14,488	21,675	21,675	142,062		
Production Services	6,370	7,589	23,656	34,346	63,963	52,374	20,812	24,510	38,278	54,722	73,224	64,677	464,518		
Operations							16,175	16,190	15,300	13,067	26,700	14,700	102,132		
Development	15,272	15,404	28,248	40,973	35,984	58,236	48,990	42,951	52,138	90,313	78,491	85,038	592,038		
G&A	15,431	37,128	19,937	36,887	37,490	43,088	50,870	55,157	103,193	81,079	69,791	70,779	620,828		
Total Expenses	47,248	72,495	98,982	151,506	193,430	235,971	216,668	219,732	302,549	365,107	381,319	343,307	2,628,318		
Net Operating Income(Loss)	141,814	112,492	543,087	(71,059)	19,565	51,733	(121,721)	(30,566)	172,338	(55,107)	78,681	116,693	957,946	25%	
Interest Income (Expense)	342	354	381	688	(605)	379	555	410	(656)	(875)	(875)	(875)	(777)		
Pretax Income(Loss) other	142,156	112,846	543,468	(70,371)	18,960	52,112	(121,166)	(30,156)	171,681	(55,982)	77,806	115,818	957,169	1,450	
Income Taxes	62,549	49,652	239,126	(20,963)	8,342	22,929	(53,313)	(13,269)	75,540	(24,632)	34,235	50,960	431,154		
NET INCOME(LOSS)	\$79,607	\$63,193	\$304,342	(\$49,408)	\$9,167	\$29,183	(\$67,853)	(\$16,888)	\$96,142	(\$31,350)	\$43,571	\$64,858	\$524,565		

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FY 1995 Balance Sheet Forecast

AR Days	Actual												33	40	40	40
	Jun-94	31 Jul-94	37 Aug-94	24 Sep-94	121 Oct-94	36 Nov-94	46 Dec-94	119 Jan-95	62 Feb-95	Mar-95	Apr-95	May-95				
Current Assets																
Cash	\$134,341	\$191,475	\$201,094	\$321,267	\$424,589	\$437,682	\$357,328	\$207,113	\$133,020	\$211,837	\$243,720	\$82,510	\$200,409			
Accounts Receivable	\$101,023	196,910	225,500	514,026	323,954	307,525	439,172	434,721	420,363	538,876	453,333	653,333	653,333			
Deposits & Prepays	5,875	2,395	2,395	41,058	29,389	35,427	26,080	52,086	62,493	47,493	47,493	47,493	47,493			
Total Current Assets	241,239	390,780	428,989	876,351	777,932	780,634	822,580	693,920	615,876	798,205	744,547	783,336	901,235			
Fixed Assets																
Furniture & Improvements	4,741	4,741	4,741	9,064	9,064	28,339	32,867	36,198	39,023	60,023	60,023	60,023	60,023			
Equipment & Software	81,776	87,403	95,621	95,621	115,836	150,122	153,537	181,069	189,808	196,808	223,438	259,938	270,638			
Production Services	3,301	3,301	3,301	7,670	7,670	11,794	11,794	16,519	23,982	62,982	70,082	85,082	85,082			
Accumulated Depreciation	(30,053)	(32,651)	(35,479)	(38,499)	(42,081)	(46,241)	(51,236)	(57,232)	(63,768)	(73,884)	(84,938)	(97,422)	(110,203)			
Net Fixed Assets	\$59,765	\$62,794	\$68,184	\$73,856	\$90,489	\$144,014	\$146,962	\$176,554	\$189,045	\$245,929	\$268,605	\$307,621	\$305,540			
Other Assets	3,815	3,735	3,656	3,577	3,497	3,418	3,338	3,259	3,179	3,815	3,815	3,815	3,815			
Total Assets	\$304,819	\$457,309	\$500,829	\$953,784	\$871,918	\$928,066	\$972,880	\$873,733	\$808,100	\$1,047,949	\$1,016,967	\$1,094,773	\$1,210,590			
\$94																
Current Liabilities																
Accounts Payable	114,206	\$124,559	\$54,953	\$50,121	\$50,235	\$135,977	\$132,479	\$147,400	\$106,832	\$100,000	\$100,000	\$100,000	\$100,000			
Accounts Receivable Line																
Note Payable - B Kahle	48,711	48,711	48,711	48,711	48,711											
Deferred Revenue	79,235	79,235	79,235													
Accrued Income Taxes	6,100	68,648	118,580	345,141	312,569	322,518	341,647	288,333	280,174	355,714	331,082	365,316	416,276			
A/R Line of Credit																
Current Portion of Leases																
Total Current Liabilities	248,252	321,153	301,479	443,973	411,515	458,495	474,126	442,833	394,106	537,814	538,182	572,416	623,376			
Equipment Leases																
Shareholders' Equity:																
Paid in Capital	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000			
Current Year Income (Loss)	31,187	79,607	142,801	447,143	397,735	406,903	436,086	368,232	351,345	447,486	416,136	459,708	524,565			
Retained Earnings (Deficit)	380	31,549	31,549	37,668	37,668	37,668	37,668	37,668	37,649	37,649	37,649	37,649	37,649			
Total Equity	56,567	136,156	199,350	509,811	460,403	469,571	498,754	430,900	413,994	510,135	478,785	522,357	587,214			
Total Liabilities & Equity	\$304,819	\$457,309	\$500,829	\$953,784	\$871,918	\$928,066	\$972,880	\$873,733	\$808,100	\$1,047,949	\$1,016,967	\$1,094,773	\$1,210,590			
Quick Ratio (Cash + AR/Curr Liab)	0.95	1.21	1.42	1.88	1.82	1.63	1.68	1.45	1.40	1.40	1.30	1.29	1.37			
Tangible Net Worth	56,567	136,156	199,350	509,811	460,403	469,571	498,754	430,900	413,994	510,135	478,785	522,357	587,214			
Debt/Tangible Net Worth	4.4	2.4	1.5	0.9	0.9	1.0	1.0	1.0	1.0	1.1	1.1	1.1	1.1			

Company-Wide Expenses
FY1995

	Actuals												1994		
	Jun-94	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total	Total
Salaries	44,435	28,719	30,634	15,623	50,041	54,185	75,962	95,880	110,095	128,612	184,471	208,696	195,708	1,178,627	356,079
Payroll Taxes	3,371	868	685	7,158	3,547	4,801	4,509	11,317	12,118	13,328	18,501	20,681	19,512	117,027	30,068
Medical Insurance	1,718	1,351	1,440	3,101	2,002	1,821	2,326	2,744	4,358	4,106	5,782	6,696	6,306	42,033	11,108
Consulting	8,825	4,663	9,213	26,868	37,150	72,616	72,510	33,660	18,942	19,250	12,250	6,000	12,250	325,373	89,050
Recruiting	0	49	1,184	9,625	6,422	6,607	6,382	7,074	4,500	9,000	14,000	8,000	72,843		
Travel	9,944	0	2,388	12,191	10,783	9,504	18,942	17,704	11,399	18,500	18,500	18,500	18,500	156,911	41,807
Training	0	-33	256	812	0	100	0	0	0	0	0	0	0	1,135	
Depreciation	2,598	2,748	3,020	3,582	4,066	4,995	5,927	6,467	10,116	11,053	12,484	12,781	79,838	4,000	
Equipment Rent/Lease	484	455	975	1,028	1,739	272	2,244	469	997	500	500	500	500	10,179	3,932
Equipment/Software	970	0	1,076	1,594	1,739	4,382	635	1,006	224	2,200	2,200	2,200	2,200	19,456	32,766
Network access	219	0	2,371	1,185	3,337	20	100	1,629	931	1,600	2,600	2,600	2,600	18,973	2,534
Computer supplies	1,158	131	411	522	1,048	1,140	1,665	582	1,378	1,850	1,850	1,850	1,850	14,277	18,545
Other	827	1,017	532	4,245	-476	-2,444	836	1,474	30,100	5,100	800	800	0	42,811	
Marketing/Sales Only	3,659												0	0	10,214
Commissions	2,000	1,700	6,699	1,308	9,897	13,254	11,078	13,308	24,494	17,000	24,500	24,500	149,738		
Advertising	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Seminars	100	0	249	0	0	0	0	995	0	0	0	0	0	1,344	
Public Relations	0	27	0	0	0	1,294	445	6,228	0	0	0	0	0	7,994	
Direct Mail	0	0	0	975	0	(975)	0	154	0	0	25,000	0	0	25,154	
Trade Shows	0	0	0	0	3,230	5,931	6,445	1,353	0	7,500	0	0	0	24,459	
Collateral Development	0	0	0	0	0	4,994	0	498	0	25,000	0	0	0	30,492	
Collateral	0	0	0	0	0	0	1,196	0	5,000	5,000	5,000	5,000	5,000	21,196	
Advertising	308	375	0	0	716	0	0	0	0	0	0	0	0	1,399	0
G&A Only															
Office Rent	3,480	3,480	4,140	5,179	5,800	5,310	7,147	6,854	7,104	18,093	12,500	12,500	12,500	100,607	36,240
Office Supplies	1,430	781	3,910	3,615	5,072	3,863	2,260	1,860	2,535	3,000	3,000	3,000	3,000	35,896	22,226
Office Maintenance	80	1,431	1,086	1,484	353	2,038	309	334	150	150	150	150	150	7,715	
Postage & Delivery	254	10	706	488	287	2,086	682	2,214	1,971	1,150	1,150	162	1,150	12,056	5,000
Telephone	3,179	742	4,766	4,722	4,449	5,349	8,621	5,497	7,694	7,500	7,500	7,500	7,500	71,840	31,819
Equipment Repair	0	0	184	0	170	0	0	521	250	250	250	250	250	1,875	
Bank Charges	0	0	0	0	0	0	0	0	150	150	150	150	150	600	
Dues & Subscriptions	0	66	0	0	0	0	0	0	100	100	100	100	100	466	
Legal & Accounting	1,262	135	2,400	2,060	2,310	2,003	1,744	2,022	1,500	8,000	8,000	8,000	8,000	46,174	14,736
Casualty Insurance	0	0	0	0	-87	0	0	0	0	6,000	0	0	0	5,913	
Meetings	0	0	0	0	1,787	830	612	80	0	0	0	0	0	3,309	
Property Tax	0	0	438	171	0	0	0	0	0	0	0	0	0	609	
	1,077	0	0	0	0	0	0	0	0	0	0	0	0	0	4,991
	85,465	47,248	72,495	98,982	151,506	193,430	235,971	216,668	219,732	302,549	365,107	381,319	343,307	2,628,318	715,115
Marketing & Sales	5,011	7,679	19,825	31,183	50,370	69,242	67,380	67,579	79,154	111,439	111,439	86,439	706,739		
Washington Office Development	5,164	4,695	7,316	8,118	5,624	13,032	12,441	13,346	14,488	14,488	21,675	21,675	142,062		
Operations	15,272	15,404	28,248	40,973	35,984	58,236	48,990	42,951	52,138	90,313	78,491	85,038	592,038		
Publishing	6,370	7,589	23,656	34,346	63,963	52,374	20,812	24,510	38,278	54,722	73,224	64,677	464,518		
G&A	15,431	37,128	19,937	36,887	37,490	43,088	50,870	55,157	103,193	81,079	69,791	70,779	620,828		
	47,248	72,495	98,982	151,506	193,430	235,971	216,668	219,732	302,549	365,107	381,319	343,307	2,628,318	0	
Accounts payable (see bold items above)	5,595	19,125	25,710	33,604	36,869	40,605	35,522	46,461	62,900	68,582	100,996	69,606			

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Marketing & Sales Expenses
FY1995

	Actuals													Total
	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95		
Salaries	1,667	2,667	3,667	16,500	17,083	19,583	27,944	34,249	34,249	40,749	40,749	40,749	279,856	
Payroll Taxes	9.0%	663	-401	2,175	906	1,814	332	2,730	3,958	3,082	3,667	3,667	26,262	
Medical Insurance	3.0%	89	89	89	275	182	575	1,216	1,247	1,027	1,222	1,222	8,457	
Consulting				4,000	7,940	10,019	3,610						25,569	
Recruiting		49	16		15			596					676	
Travel		1,932	4,974	1,672	8,046	11,763	10,264	2,701	10,000	10,000	10,000	10,000	81,352	
Training		-33	256	812									1,035	
Depreciation			641	681	1,219	1,486	1,653	1,300	1,300	1,300	1,300	1,300	10,880	
Equipment Rent/Lease	86	273	514	1,356									2,229	
Equipment/Software			589			125							714	
Network access		652											652	
Computer supplies		311			67			364					742	
Other	98	38	597	2,738	699	1,128	966	275					6,539	
Marketing\Sales Only														
Commissions	2,000	1,700	6,699	1,308	9,897	13,254	11,078	13,308	24,494	17,000	24,500	24,500	149,738	
Seminars	100		249					995					1,344	
Public Relations		27				1,294	445	6,228					7,994	
Direct Mail				975		-975		154					25,000	
Trade Shows					3,230	5,931	6,445	1,353					25,000	
Collateral Development						4,994		498					24,459	
Collateral							1,196		5,000	5,000	5,000	5,000	30,492	
Advertising	308	375		716									21,196	
	5,011	7,679	19,825	31,183	50,370	69,242	67,380	67,579	79,154	111,439	111,439	86,439	706,739	
	63,697		114,066							598				was Increase(decrease)

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Marketing & Sales
FY 1995 Salaries

Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$60,000 VP Sales & Mrktg	Bruce Gilliat				5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	45,000
\$20,000 Sales Assistant	Than Lee	1,667	1,667	1,667	1,667	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	23,328
\$48,000 VAR Mgr	Cindy Miller				4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	36,000
\$65,000 Product Mktng Mgr	TBH													
\$40,000 Telesales Rep	Kevin Cronin/TBH		1,000	2,000	2,000	2,000	2,000	2,331	3,750	3,333	3,333	3,333	3,333	28,414
\$30,000 Telesales Rep	TBH									2,500	2,500	2,500	2,500	7,500
\$48,000 Federal Sales Rep	TBH									4,000	4,000	4,000	4,000	12,000
\$48,000 Online Sales	Larry Steinberg				4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	36,000
\$75,000 Marcom Mgr	TBH Lori Nelson								6,250	6,250	6,250	6,250	6,250	31,250
\$35,000 Marketing Support	Dia Chenney						2,500	2,500	2,917	2,917	2,917	2,917	2,917	19,167
\$80,000 Business Development	John Duhring							6,667	6,667	6,667	6,667	6,667	6,667	40,000
Temps/Misc					-167			1364						1,197
	Total	1,667	2,667	3,667	16,500	17,083	19,583	27,944	34,249	34,249	40,749	40,749	40,749	279,856
Commission Rate		2%	2%	2%	3.0%	4.0%	4.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	
Contractors														
Darryl Daugherty & Other							1,519	360						1,879
Mat Garr/John Graham					4,000		2,000							6,000
Lori Nelson						6,500	6,500	3,250						16,250
Ken Toyama	datasheet					1,000								1,000
Judith Baker	datasheet					440								440
					4,000	7,940	10,019	3,610						25,569

Commission Rate Calculation

	Full Quota				
	Quota	Comp	Base	Commission	Rate
Telesales rep	1,000,000	64,000	24,000	40,000	4%
Var Manager	1,200,000	96,000	48,000	48,000	4%
Inside SalesRep	1,200,000	96,000	48,000	48,000	4%
Telesales 2	1,000,000	64,000	24,000	40,000	4%
Federal Sales	1,200,000	96,000	48,000	48,000	4%
	5,600,000	416,000	192,000	224,000	
VP Sales		172,000	60,000	112,000	2%
	5,600,000	588,000	252,000	336,000	6.0%

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WAIS, Inc.													
FY1995 Sources & Uses of Cash Forecast													
	A/R Days:												
	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
Beginning Cash Balance	\$134,341	\$191,475	\$201,094	\$321,267	\$424,589	\$437,682	\$357,328	\$207,113	\$133,020	\$211,837	\$243,721	\$82,510	\$134,341
Sources of Cash													
Revenues	189,062	184,987	642,069	80,447	254,845	287,704	109,947	204,166	489,887	340,000	490,000	490,000	3,763,114
Less accounts receivable increases	(95,887)	(28,590)	(288,526)	190,072	16,429	(131,647)	4,451	14,358	(118,513)	85,542	(200,000)		(552,310)
Accounts Receivable Line													
Current Liability Increases	72,901	(19,674)	142,494	(32,458)	46,980	15,631	(31,293)	(48,727)	143,708	368	34,235	50,960	375,124
Retained Earnings Changes													6,100
Paid in Capital Increases													
Total Sources	166,076	136,723	502,156	238,061	318,254	171,688	83,105	169,778	515,082	425,910	324,235	540,960	3,592,028
Uses of Cash													
Operating expenses	46,906	72,141	98,601	150,818	194,035	235,592	216,113	219,322	303,206	365,982	382,194	344,182	2,629,095
Less Depreciation	(2,598)	(2,828)	(3,020)	(3,582)	(4,180)	(4,995)	(5,996)	(6,536)	(10,116)	(11,053)	(12,484)	(12,781)	(80,160)
Cost off Sales							41,850	15,000	15,000	30,000	30,000	30,000	176,850
Other							1,449						1,449
Income taxes	62,549	49,652	239,126	(20,963)	8,342	22,929	(53,313)	(13,269)	75,540	(24,632)	34,235	50,960	431,154
Deposits & Prepads Increases	(3,480)		38,663	(11,666)	6,038	(9,347)	26,006	10,407	(15,000)				41,618
Furniture			4,323		19,275	4,528	3,331	2,825	21,000				55,282
Equipment & Software	5,627	8,218		20,215	34,286	3,415	27,532	8,739	7,000	26,630	36,500	10,700	188,862
Production Services Assets					4,124		4,725	7,463	39,000	7,100	15,000		81,781
Other Asset Increases	(62)	(79)	4,369	(80)	(79)	(80)	(79)	(80)	636				18
Total Uses	108,942	127,104	381,983	134,739	305,161	252,042	233,319	243,872	436,265	394,027	485,445	423,061	3,525,960
Ending Cash Balance	\$191,475	\$201,094	\$321,267	\$424,589	\$437,682	\$357,328	\$207,113	\$133,020	\$211,837	\$243,721	\$82,510	\$200,409	\$200,409

3/29/95

Washington Expenses
FY1995

	Actual												Total
	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	
Department direct													
Salaries	4,083	4,083	5,459	5,000	4,083	7,831	8,250	8,250	8,250	8,250	14,500	14,500	92,539
Contractors													
Total salaries & contractors	4,083	4,083	5,459	5,000	4,083	7,831	8,250	8,250	8,250	8,250	14,500	14,500	92,539
 Payroll Taxes	9%	367	367	358	383	313	349	1,001	702	743	743	1,305	1,305 7,936
Medical Insurance	6%	245	245	613	306	306	58	670	495	495	870	870	5,479
Total insurance & taxes	612	612	971	689	619	655	1,059	1,372	1,238	1,238	2,175	2,175	13,415
 Department overhead													
Recruiting			788	184	169								1,141
Travel		851	335	253	1,710	152	465	2,000	2,000	2,000	2,000	2,000	11,766
Training						126	194	256					576
Depreciation					95								95
Equipment Rent/Lease						19							890
Equipment/Software			271										2,140
Network access		35	35			70		500	500	500	500	500	1,268
Computer supplies						438	134	296	100	100	100	100	40
Other	469					140	1	19	100	100	100	100	1,029
 Office Rent			1,000	250	1,554	1,554	1,554	1,500	1,500	1,500	1,500	1,500	11,912
Office Supplies					177	176	275						628
Office Maintenance/security													
Postage & Delivery						93	125	150	150	150	150	150	818
Telephone						371	740	694	500	500	500	500	3,805
Equipment Repair								40					40
Dues & Subscriptions													
Total department overhead	469	886	2,429	922	4,546	3,132	3,724	5,000	5,000	5,000	5,000	5,000	36,108
 Cummulative	5,164	4,695	7,316	8,118	5,624	13,032	12,441	13,346	14,488	14,488	21,675	21,675	142,062
				25,294	30,918								
									-222				
													was Increase (decrease)

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Washington Salaries
FY1995

Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
60,000 Manager	Kevin Oliveau	4,083	4,083	5,459	5,000	4,083	5,000	5,000	5,000	5,000	5,000	5,000	5,000	57,708
39,000 Engineer	Norm						2,831	3,250	3,250	3,250	3,250	3,250	3,250	22,331
50,000 Engineer	TBH											4,167	4,167	8,333
25,000 Administration	TBH											2,083	2,083	4,167
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Total		4,083	4,083	5,459	5,000	4,083	7,831	8,250	8,250	8,250	8,250	14,500	14,500	92,539

Production Services Expenses
FY1995

Production Services Salaries
FY1995

Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$80,000 VP Publishing	John Duhring				6,667	6,667	6,667							20,000
\$80,000 Production Manager	TBH Pat Greer									2,000	5,333	6,667	6,667	20,667
\$57,000 Production Manager	Meikle Syme-Hall					3,000	4,750	4,750	4,750	4,750	4,750	4,750	4,750	36,250
\$45,000 Systems Admin	Kevan Garrett					2,080	3,750 transferred to operations							5,830
\$60,000 Information Engineer	Dan Aronson	4,333	4,667	5,000	5,000	5,000	5,000	ops			5,000	5,000	5,000	44,000
\$58,000 Human Interface Engineer	Claude Devarenne						1,715	4,833	4,833	4,833	4,833	4,833	4,833	30,715
\$58,000 Human Interface Engineer	TBH									4,833	4,833	4,833	4,833	14,500
\$65,000 Information Engineer	TBH Goang											12,000	5,417	17,417
\$55,000 Information Engineer	TBH John Sweet									5,400	5,400	4,583	4,583	19,967
\$65,000 Information Engineer	TBH											5,417	5,417	10,833
\$25,000 User Testing Coordinator	Aneesa Sen Akela	0						1,041	2,083	2,083	2,083	2,083	2,083	11,458
								0	0	0	0	0	0	0
								0	6,405	6,405	6,405	6,405	6,405	25,620
								0	0	0	0	0	0	0
								1	0	0	0	0	0	1
													0	
	Total	4,333	4,667	5,000	11,667	16,747	21,882	10,625	18,072	25,472	38,638	56,572	43,583	257,257
		Cumulative			14,000									
								0						
Consultants														
CMP	Keira B.				4,000	5,000	15,000	3,600 see development						27,600
CMP	Terry/Tara				4,000	1,000	3,760							16,760
DJ/Reuters	Claude						5,410	6,600						12,010
	Aneesa					709	902	1,595						3,206
Reuters	Peter Graf						6,800	6,800	6,800					20,400
other		580	530	2,680	2,350			420						6,560
CMP	Mitra/TBH					13,335								13,335
		580	530	10,680	9,059	45,207	19,015	6,800	0	2,000	2,000	2,000	2,000	99,871

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Development Expenses
FY1995

	Actuals												
	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
Department Direct													
Salaries	7,500	7,500	13,121	12,250	8,917	16,000	16,727	15,667	26,849	61,167	59,750	59,750	305,198
Contractors	4,083	4,083	9,250	14,887	12,250	34,750	18,250	12,354	12,250	8,250	2,000	8,250	140,658
Total salaries + contractors	11,583	11,583	22,371	27,137	21,167	50,750	34,977	28,021	39,099	69,417	61,750	68,000	445,855
Payroll Taxes	9.0%	886	261	1,142	991	682	635	1,279	1,199	2,416	5,505	5,378	25,751
Medical Insurance	3.0%	178	178	178	355	266	211	303	716	805	1,835	1,793	8,610
Total insurance & taxes	1,064	439	1,320	1,346	948	846	1,582	1,915	3,222	7,340	7,170	7,170	34,362
Department overhead													
Recruiting			168	2,847	6,223	3,058	6,382	6,478	2,000	5,000			32,156
Travel			1760	3,512	781		1,778	2,491	500	500	500	500	12,322
Training													
Depreciation	2,506	2,543	2621	2,542	1,962	2,426	2,668	2,668	5,467	6,207	7,221	7,518	46,348
Equipment Rent/Lease	119	156	119	133	17		119	869	500	500	500	500	3,532
Equipment/Software		150		771	4,330	510	987		500	500	500	500	8,748
Network access		533	98	2,432		100	199		100	100	100	100	3,762
Computer supplies			41	195	540	482		190	750	750	750	750	4,448
Other		-250	58	16	64	298	319						505
Total dept overhead	2,625	3,382	4,557	12,490	13,869	6,640	12,431	13,015	9,817	13,557	9,571	9,868	111,821
	15,272	15,404	28,248	40,973	35,984	58,236	48,990	42,951	52,138	90,313	78,491	85,038	592,038
Cummulative				99,898	135,882								
				58,926									
											Was		
												Increase (Decrease)	

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Development Contractors
FY1995

	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
Protocols Maint.	Margaret St Pierre	4,083	4,083	6,250	6,250	6,250	18,750	6,250	6,250	4,000			6,250	68,417
General Fulcrum Documentation	JP Masser				8,356	6,000	16,000	6,000	6,104	6,250	6,250	2,000	2,000	54,960
				3,000						2,000		2,000	2,000	11,000
Acting Development Mgr	Keira Bromberg							6,000						6,000
unlocated														281
	Total	4,083	4,083	9,250	14,887	12,250	34,750	18,250	12,354	12,250	8,250	2,000	8,250	140,658

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29-Mar-95

Development Salaries
FY1995

Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$100,000 VP Development	TBH Edy Henderson									758	8,333	8,333	8,333	25,758
\$75,000 Senior Engineer	Harry Morris	4,167	4,167	6,250	4,167	4,167	11,250	6,250	6,250	6,250	6,250	6,250	6,250	71,668
\$57,000 Engineer	Will Tuthill				4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	42,750
\$68,000 Support Engineer	Ben Lai/Tom Ajaye	3,333	3,333	3,333	3,333					6,967	5,667	5,667	5,667	37,299
\$56,000 Engineer	Marion Esanu							5,727	4,667	4,667	4,667	4,667	4,667	29,060
\$70,000 Engineer	TBH Georgios Papadopoulos										13,000	5,833	5,833	24,667
\$83,000 Engineer	TBH Dilip G.									3,458	6,917	6,917	6,917	24,208
\$70,000 Engineer	TBH Chris Toomy										5,833	5,833	5,833	17,500
\$70,000 Engineer	TBH Jeff Susna										2,917	5,833	5,833	14,583
\$50,000 Support Engineer	TBH										2,833	5,667	5,667	14,167
\$68,000 Engineer (SBIR Project)	TBH													
Misc				3,538										3,538
	Total	7,500	7,500	13,121	12,250	8,917	16,000	16,727	15,667	26,849	61,167	59,750	59,750	305,198

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Operations Expenses
FY1995

	Actuals											Total	
	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	
Department Direct													
Salaries							8,750	8,750	8,750	8,542	10,000	10,000	54,792
Contractors							5,000	5,000	3,000				13,000
Total salaries + contractors							13,750	13,750	11,750	8,542	10,000	10,000	67,792
Payroll Taxes	9.0%						670	670	788	769	900	900	4,696
Medical Insurance	3.0%						270	264	263	256	300	300	1,653
Total insurance & taxes							940	934	1,050	1,025	1,200	1,200	6,349
Department overhead											12,000		12,000
Recruiting													
Travel													
Training							302	395	500	500	500	500	2,697
Depreciation							113	128					241
Equipment Rent/Lease									500	500	500	500	2,000
Equipment/Software									1,000	2,000	2,000	2,000	9,021
Network access									500	500	500	500	2,000
Computer supplies									500	500	500	500	32
Other									32				
Total dept overhead							1,485	1,506	2,500	3,500	15,500	3,500	27,991
							16,175	16,190	15,300	13,067	26,700	14,700	102,132

Cummulative

Report 6A
29-Mar-95

Operations Contractors
FY1995

	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
Jean Christofferson							5,000	5,000	3,000				13,000
Total							5,000	5,000	3,000				13,000

Report 6B
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Operations Salaries
FY1995

Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$40,000 Director of Ops	TBH										3,333	3,333	3,333	10,000
\$45,000 System Admin	Kevan Garrett						3,750	3,750	3,750	3,750	3,750	3,750	3,750	22,500
\$57,000 System Admin	Dan Aronson						5,000	5,000	5,000					15,000
\$35,000 System Admin	TBH									1,458	2,917	2,917	2,917	7,292
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Total							8,750	8,750	8,750	8,542	10,000	10,000	54,792	

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*G&A Expenses
FY1995*

	Actuals												
	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
Salaries	11,136	11,717	(11,624)	4,625	7,356	10,667	23,584	25,108	25,042	27,125	27,125	27,125	188,985
Payroll Taxes	16.0%	(1,820)	501	1,635	884	1,221	3,622	4,824	4,206	4,007	4,340	4,340	32,030
Medical Insurance	3.0%	341	429	1,722	567	568	647	728	734	751	814	814	8,929
Consulting		4,600	6,938	9,204	7,219	8,726		1,588	2,000	2,000	2,000	2,000	46,275
Recruiting													
Travel			2,593	514	65	1,283	3,527	2,382	3,000	3,000	3,000	3,000	22,364
Training						100							100
Depreciation		79	151	151	1,095	896	965	1,068	1,100	1,100	1,100	1,100	8,805
Equipment Rent/Lease	225	546	395	234	160	97	214						1,871
Equipment/Software		106		697					224	1,050	1,050	1,050	5,227
Network access		652			20		290		(85)				877
Computer supplies	131	100	170	339	533	349	448	287					2,357
Other	260	979	185	1,099	(1,331)	(4,519)	(515)	594	30,000	5,000	700	700	33,152
G & A ONLY													
Office Rent	3,480	4,140	5,179	4,800	5,060	5,593	5,300	5,550	16,593	11,000	11,000	11,000	88,695
Office Supplies	781	3,910	3,615	5,072	3,863	2,083	1,684	2,260	3,000	3,000	3,000	3,000	35,268
Office Maintenance/security	80	1,431	1,086	1,484	353	2,038	309	334	150	150	150	150	7,715
Postage & Delivery	10	706	488	287	2,086	682	2,121	1,846	1,000	1,000	12	1,000	11,238
Telephone	742	4,766	4,722	4,449	5,349	8,250	4,757	7,000	7,000	7,000	7,000	7,000	68,035
Equipment Repair			184		170			481	250	250	250	250	1,835
Bank Charges									150	150	150	150	600
Dues & Subscriptions		66							100	100	100	100	466
Legal & Accounting	135	2,400	2,060	2,310	2,003	1,744	2,022	1,500	8,000	8,000	8,000	8,000	46,174
Casualty Insurance					(67)					6,000			5,913
Meetings					1,787	830	612	80					3,309
Property Tax		438	171										609
	15,431	37,128	19,937	36,887	37,490	43,088	50,870	55,157	103,193	81,079	69,791	70,779	620,828
	Cummulative												was increase(decrease)

**G&A Salaries
FY1995**

Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$105,000 President	Brewster Kahle	7,083	7,083	-16,249			2,500	8,750	8,750	8,750	8,750	8,750	8,750	52,917
\$120,000 COO	TBH													
\$25,500 Exec. Assistant	Judy Chen	1,553	2,134	2,125	2,125	2,125	2,125	2,125	2,125	2,125	2,125	2,125	2,125	24,937
\$30,000 Office Manager	Dia /Anesa/Victor	2,500	2,500	2,500	2,500	1,042	1,042	2,500	2,500	2,500	2,500	2,500	2,500	27,084
\$60,000 Controller	Mary McCall					2,731	5,000	5,000	5,000	5,000	5,000	5,000	5,000	37,731
\$80,000 CFO	Nick Scharf						6,667	6,667	6,667	6,667	6,667	6,667	6,667	40,000
\$25,000 Reception											2,083	2,083	2,083	6,250
								66						66
Total		11,136	11,717	-11,624	4,625	7,356	10,667	23,584	25,108	25,042	27,125	27,125	27,125	188,985